

Message Text

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PAGE 01 BUCAR 05963 201145Z

16

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 201045Z NOV 75
FM AMEMBASSY BUCHAREST
TO USDOC WASHDC
INFO SECSTATE WASHDC 5552

LIMITED OFFICIAL USE BUCHAREST 5963

BEWT FOR OEWTB/BURGESS AND OEA/SHEPHARD

CONTAINS PROPRIETARY INFORMATION

E.O. 11652: NA

TAGS: EEWT ESTC RO

SUBJECT: EXPORT OF POLYPROPYLENE TECHNOLOGY

1. U.S. FIRMS HERCULES, PHILLIPS PETROLEUM AND DART INDUSTRIES ARE COMPETING WITH FOREIGN COMPANIES FOR A CONTRACT TO SUPPLY TECHNOLOGY AND DESIGN ENGINEERING FOR A POLYPROPYLENE PLANT TO BE BUILT IN ROMANIA DURING THE PERIOD 1976-80. NEGOTIATIONS APPEAR TO BE IN THEIR FINAL STAGES: THE PLANT TO SUPPLY INPUTS IS ALREADY UNDER CONSTRUCTION, AND GOR NEGOTIATORS HAVE SAID THAT THE CURRENT FIVE-YEAR PLAN REQUIRES CONTRACT SIGNATURE BY DECEMBER 31. COMPETITION HAS APPARENTLY BEEN NARROWED DOWN TO THREE PRINCIPAL SUPPLIERS: DART INDUSTRIES, MITSUBISHI AND MONTE EDISON. WE SUSPECT PHILLIPS AND HERCULES HAVE BEEN LEFT HANGING, WITHOUT BEING REJECTED, IN CASE HIGHER AUTHORITY WANTS TO RECONSIDER THEM.

2. DART'S EXPORT LICENSE (NO. A166371) IS VALID FOR ONLY TWO YEARS (UNTIL JULY 31, 1977), EXPIRING PRIOR TO PROGRAMMED COMPLETION OF TRANSFER OF TECHNOLOGY AND EQUIPMENT. DART HAS INFORMED US THAT GOR UNWILLING TO ENTER INTO CONTRACT UNLESS EXPORT LICENSE IS VALID FOR ENTIRE PERIOD OF CONTRACT DESPITE DART ASSURANCES THAT RENEWAL OF LICENSE WOULD POSE NO PROBLEM.

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3. ACTION REQUESTED: EMBASSY REQUESTS THAT NORMAL TWO-YEAR LICENSE LIMITATION BE EXTENDED TO FOUR YEARS IN THIS CASE, GIVEN TECHNICAL COMPLEXITY AND LONG PERIOD NECESSARY BEFORE INSTALLATION IS COMPLETED. FROM NOV. 5 CONVERSATION BETWEEN ANDERSON (EB/EWT) AND SHEPHARD (OEA) WE UNDERSTAND APPROVAL OF LICENSE FOR FOUR YEAR PERIOD IN CASE OF THIS TYPE UNUSUAL BUT POSSIBLE IF CONDITIONS WARRANT. IF DART'S LICENSE IS EXTENDED, WE WOULD OF COURSE MAKE THE SAME RECOMMENDATION FOR OTHER U.S. BIDS ON THIS PROJECT, BUT WE DO NOT KNOW WHETHER THEY HAVE APPLIED FOR A LICENSE, OR HAVE ENCOUNTERED GOR DIFFICULTY ON THIS POINT. PLEASE CONVEY LICENSE DECISION DIRECTLY TO PAUL COLGATE OF DART, TEL (213) 658-2467, INFORMING US OF ACTION TAKEN. VIETS

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Message Attributes

Automatic Decaptioning: X
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